BILL DATE: 1/20/98

	Non- Recurring Correct?	Port Charges Correct?	Loop Charges Correct?	Inappropriate Charges
ACCOUNT #]			
(305) 828-5496	n/a	N	N	Y
(305) 673-0200	n/a	Υ	Υ	Y
(305) 558-9215	n/a	N	N	N
(305) 220-1377	n/a	Υ	Y	Y
(305) 774-0264	n/a	N	N	Y
(305) 232-7935	n/a	N	N	Υ
(305) 231-3591	n/a	Y	Υ	Y
(305) 229-4209	n/a	Υ	Υ	Υ
(305) 229-7434	n/a	Y	Υ	Y
(561) 488-2973	n/a	N	N	N _
(305) 512-3917	n/a	N	N	Y
(305) 387-5703	n/a	N_	N	Y
(305) 651-2198	n/a	Υ	N	Y
(305) 652-4464	n/a	N	N	?
(954) 680-8557	n/a	N	N	N
(407) 302-6973	N	Υ	Υ	Y
(305) 670-3454	n/a	N	N	?
(305) 670-9250	n/a	N	N	?
(305) 670-2330	n/a	N	N	Y
(305) 653-9301	n/a	N	N	Y
(407) 302-7241	N	Υ	Υ	N
(502) 244-3230	n/a	N	N	Y
(502) 244-9449	n/a	Υ	N	· N
(502) 292-0337	n/a	N	N	N
(502) 339-1143	n/a	N	N	N
(502) 585-4199	N	N	N	Y
(502) 585-4566	N	N	N	Υ
(502) 585-5897	N	N	N	Υ
(502) 633-1208	n/a	Υ	N	Y

illing Accounts	29
Ion-Recurring Correct	0.00%
Port Correct	34.48%
Loop Correct	24.14%
Inappropriate Charges	65.52%
Usage Sensitive Elements Correct*	? * Local switching, Tandem switching & trans
Usage Sensitive Rates Correct*	? * Cannot validate - no minutes of use or rate

LL DATE: 2/20/98

	Non-	Port	Loop	Inappropriate
	Recurring	Charges	Charges	Charges
ACCOUNT #	Correct?	Correct?	Correct?	
(305) 828-5496	n/a	Y	Y	N
(305) 673-0200	n/a	Y	Y	N
(305) 558-9215	Y	Y	Y	N
(305) 220-1377	n/a	Y	Y	N
(305) 774-0264	n/a	Y	Y	N
(305) 232-7935	n/a	Y	Y	Υ
(305) 231-3591	n/a	Y	Y	N
(305) 229-4209	N	N	N	Y
(305) 229-7434	n/a	Y	Υ	N
(561) 488-2973	n/a	N	N	N
(305) 512-3917	n/a	Υ	Υ	N
(305) 387-5703	n/a	Υ	Υ	N
(305) 651-2198	n/a	Υ	Υ	N
(305) 652-4464	n/a	Υ	Y	N
(954) 680-8557	n/a	N	N	N
(407) 302-6973	N	Υ	Υ	N
(407) 302-7241	N	Y	Υ	N
(305) 670-3454	n/a	Y	Υ	N
(305) 670-9250	n/a	Υ	Υ	N
(305) 670-2330	n/a	Ν	N	N
(305) 653-9301	n/a	Y	Υ	N
(502) 244-3230	n/a	N	N	Υ
(502) 244-9449	n/a	Υ	N	N
(502) 292-0337	n/a	Ν	N	N
(502) 339-1143	n/a	Υ	N	N
(502) 412-0758	N	Υ	N	N
(502) 412-0761	N	Υ	N	N
(502) 585-4199	n/a	N	N	N

(502) 585-4566	n/a	N	N	N
(502) 585-5897	n/a	N	N	N
(502) 633-1208	n/a	Υ	N	Y

illing Accounts	31
Non-Recurring Correct	16.67%
Port Correct	70.97%
Loop Correct	54.84%
Inappropriate Charges	12.90%
Usage Sensitive Elements Correct*	?
Usage Sensitive Rates Correct*	?

^{*} Local switching, Tandem switching & trans * Cannot validate - no minutes of use or rate

.

_ _

- _ _

- __

ILL DATE: 3/20/98

	Non- Recurring Correct?	Port Charges Correct?	Loop Charges Correct?	Inappropriate Charges
ACCOUNT#	<u> </u>	<u> </u>		
(305) 828-5496	n/a	Y	Υ	N
(305) 673-0200	n/a	Y	Υ	N
(305) 558-9215	n/a	Υ	Υ	N
(305) 220-1377	n/a	Υ	Υ	N
(305) 774-0264	n/a	Υ	Υ	Y
(305) 232-7935	n/a	Y	Υ	Y
(305) 231-3591	n/a	Y	Υ	N
(305) 229-4209	n/a	Υ	Υ	N
(305) 229-7434	n/a	Υ	Υ	N
(561) 488-2973	n/a	Υ	N	N
(305) 512-3917	n/a	Υ	Υ	N
(305) 387-5703	n/a	Υ	Y	N
(305) 651-2198	n/a	Υ	Υ	Y
(305) 652-4464	n/a	Υ	Υ	N
(954) 680-8557	n/a	N	N	N
(407) 302-6973	n/a	Υ	Υ	N
(407) 302-7241	n/a	Υ	Υ	N
(305) 670-3454	n/a	Υ	Υ	N
(305) 670-9250	n/a	Υ	Υ	N
(305) 670-2330	n/a	Υ	Υ	N
(305) 653-9301	n/a	Υ	N	Υ
(502) 244-3230	n/a	N	N	Υ
(502) 244-9449	n/a	Υ	N	N
(502) 292-0337	n/a	N	N	N
(502) 339-1143	n/a	Υ	N	N
(502) 412-0758	n/a	Y	N	N
(502) 412-0761	n/a	Υ	N	N

(502) 585-4199	n/a	N	N	N_
(502) 585-4566	n/a	N	N	N
(502) 585-5897	n/a	N	N	N
(502) 633-1208	n/a	Y	N	Y

# Billing Accounts	31
% Non-Recurring Correct	n/a
% Port Correct	80.65%
% Loop Correct	58.06%
% Inappropriate Charges	19.35%
% Usage Sensitive Elements Correct*	?
% Usage Sensitive Rates Correct*	?

* Local switching, Tandem switching & trans

* Cannot validate - no minutes of use or rate

BILL DATE: 4/20/98

ACCOUNT#	Non- Recurring Correct?	Port Charges Correct?	Loop Charges Correct?	Inappropriate Charges
(305) 828-5496	n/a	Υ	Υ	N
(305) 673-0200	n/a	Υ	Υ	N
(305) 558-9215	n/a	Υ	Υ	N
(305) 220-1377	n/a	Y	Υ	N
(305) 774-0264	n/a	Y	Υ	N
(305) 232-7935	n/a	Y	Υ	Υ
(305) 231-3591	n/a	Υ	Υ	N
(305) 229-4209	n/a	Υ	Υ	N
(305) 229-7434	n/a	Y	Υ	N ,
(561) 488-2973	n/a	Υ	N	N
(305) 512-3917	n/a	Υ	Υ	N
(305) 387-5703	n/a	Υ	Υ	N
(305) 651-2198	n/a	Υ	Υ	Υ
(305) 652-4464	n/a	Υ	Υ	N

(954) 680-8557	n/a	N	N] N
(407) 302-6973	Disconnected			
(407) 302-7241	 	Disconnected		
(502) 244-3230	n/a	N	N	Y
(502) 244-9449	n/a	Υ	N	N
(502) 292-0337	n/a	N	N	N
(502) 339-1143	n/a	Y	N	N
(502) 412-0758	n/a	Y	N	N
(502) 412-0761	n/a	Υ	N	N
(502) 585-4199	n/a	N	N	N
(502) 585-4566	n/a	N	N	N
(502) 585-5897	n/a	N	N	N
(502) 633-1208	n/a	Υ	N	Υ
(305) 670-3454	n/a	Υ	Υ	N
(305) 670-9250	n/a	Y	Υ	N
(305) 670-2330	n/a	Υ	N	Y
(305) 653-9301	n/a	Υ	Υ	N

Billing Accounts	31
6 Non-Recurring Correct	n/a
6 Port Correct	80.65%
6 Loop Correct	58.06%
4 Inappropriate Charges	19.35%
6 Usage Sensitive Elements Correct*	?
4 Usage Sensitive Rates Correct*	?

* Local switching, Tandem switching & trans * Cannot validate - no minutes of use or rate

3ILL DATE: 5/20/98

ACCOUNT #	Non- Recurring Correct?	Port Charges Correct?	Loop Charges Correct?	Inappropriate Charges
(305) 828-5496	n/a	Υ	Y	N

			·	,
(305) 673-0200	n/a	Y	Y	N
(305) 558-9215	n/a	Y	Y	N
(305) 220-1377	n/a	Y	Υ	N
(305) 774-0264	n/a	Υ	Υ	N
(305) 232-7935	n/a	Υ	Υ	Y
(305) 231-3591	n/a	Y	Υ	N
(305) 229-4209	n/a	Υ	Υ	N
(305) 229-7434	n/a	Υ	Υ	N
(561) 488-2973	n/a	Y	N	N
(305) 512-3917	n/a	Υ	Y	N
(305) 387-5703	n/a	Υ	Υ	N
(305) 651-2198	n/a	Υ	Υ	Υ
(305) 652-4464	n/a	Υ	Υ	N
(954) 680-8557	Disconn	nected		
(305) 670-3454	n/a	Y	Υ	N_
(305) 670-9250	n/a	Υ	Y	N
(305) 670-2330	n/a	Υ	N	Y
(305) 653-9301	n/a	Υ	Υ	N
(502) 244-3230	n/a	N	N	Υ
(502) 244-9449	n/a	Υ	N	N
(502) 292-0337	n/a	N	N	N
(502) 339-1143	n/a	Υ	N	N
(502) 375-9736	N	Y	N	N
(502) 412-0758	n/a	Υ	N	N
(502) 412-0761	n/a	Υ	N	N
(502) 585-4199	n/a	N	N	N
(502) 585-4566	n/a	N	N	N
(502) 585-5897	n/a	N	N	N
(502) 633-1208	n/a	Υ	N	Υ
	_	·		

F Billing Accounts	29	
% Non-Recurring Correct	0.00%	
% Port Correct	79.31%	
% Loop Correct	55.17%	
% Inappropriate Charges	17.24%	
% Usage Sensitive Elements Correct*	0.00%	*Did
% Usage Sensitive Rates Correct*	0.00%	*Did

*Did not appear on bill - cannot validate *Did not appear on bill - cannot validate

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ATTACHMENT 47

BEFORE THE TENNESSEE REGULATORY AUTHORITY

IN RE:

BELLSOUTH TELECOMMUNICATIONS, INC.'S ENTRY INTO LONG DISTANCE (INTERLATA) SERVICE IN TENNESSEE PURSUANT TO SECTION 271 OF THE TELECOMMUNICATIONS ACT OF 1996

DOCKET NO. 97-00309



TRANSCRIPT OF PROCEEDINGS

Tuesday, May 12, 1998

VOLUME VI A

APPEARANCES:

For BellSouth:

Mr. Guy M. Hicks

Mr. Bennett Ross

For AT&T:

Mr. James P. Lamoureux

Mr. Michael A. Hopkins

For MCI:

Mr. Dulaney L. O'Roark

For TCG MidSouth, Inc.: Ms. D. Billye Sanders

For Consumer Advocate:

Mr. Vance L. Broemel

For ACSI, SECA,

and Brooks:

Mr. Henry Walker

For Sprint:

Mr. William R. Atkinson

For Intermedia,

LCI, and WorldCom:

Mr. H. LaDon Baltimore

For NEXTLINK:

Ms. Dana Shaffer

Mr. Henry C. Campen, Jr.

For BellSouth

Long Distance:

Mr. Guilford F. Thornton, Jr.

Reported by: Patricia W. Smith, RPR, CCR



NASHVILLE COURT REPORTERS

P.O. Box 290903 Nashville, TN 37229-0903

(615) 885-5798

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CROSS-EXAMINATION

2 BY MR. HOPKINS:

1

6

- Q. Mr. Putnam, my questions are going to

 address Checklist Items 1, 2, and 14. And I hope this

 will be done in about 15 minutes, but we'll see how it
- 7 A. Okay.

qoes.

- Q. On page 4 of your testimony you state that
 the purpose of your testimony is to rebut
- 10 Mr. Bradbury's testimony; is that correct?
- 11 A. That is correct.
- 12 Q. During your review of BellSouth's OSS, did
- 13 | you come across any evidence that contradicts any of
- 14 | the assertions contained in Mr. Bradbury's testimony?
- 15 A. I think the primary assertions that are in
- 16 | conflict here have to do with his assertions about the
- 17 | capacity of the operating support systems.
- 18 Q. Do you have Mr. Bradbury's testimony?
- 19 A. Not in front of me, no.
- 20 Q. So do you know what he said about capacity?
- 21 A. Yes. I have reviewed it. I just don't
- 22 have it with me.
- 23 Q. And what assertions specifically do you
- 24 | think you have evidence that contradicts his
- 25 | assertions?

```
1
    Α.
                 I'm sorry. Could you restate the question?
2
                 Which specific assertions are you talking
    Q.
    about?
             Do you recall?
                 The assertions about the capacity of the
    Α.
5
    operating -- his assertions concerning the inadequacy
6
    of the capacity of the operating support systems of
    BellSouth.
7
8
                 But that's just general. You don't have
    Q.
9
     any specifics; is that correct?
10
    Α.
                 No, I don't have it in front of me.
11
    Q.
                 Is it true that the scope of BellSouth's
12
     engagement with Ernst & Young contemplated that Ernst &
13
     Young would assess nondiscriminatory access?
14
     Α.
                 No.
                      The scope is spelled out in the report
15
     itself and identifies the assertions that we focused or
16
     performed testing upon.
17
                 I'm not talking about the report.
18
     talking about BellSouth's engagement with Ernst &
19
     Young.
20
     Α.
                 The report is the result of that engagement
     and provides the scope of work that we performed.
21
22
                       MR. HOPKINS: I would like to mark --
23
     and I don't know what exhibit we're on.
24
                       CHAIRMAN GREER:
                                        I believe the next
```

exhibit will be Exhibit 55.

```
BellSouth's response to AT&T's Production of Documents,
2
    Request No. 7.
3
4
                      CHAIRMAN GREER:
                                        Are there any
5
    objections?
                      MR. ROSS: No objection, but just a
6
     question. Was this answer supplemented?
                                                I believe
7
     this was.
 8
 9
                      MR. HOPKINS:
                                     I believe that we got
10
     access to the work papers, but this is what was
11
     provided originally.
                      CHAIRMAN GREER: Without objection, it
12
     will be admitted as Exhibit No. 55.
13
14
                                (Exhibit 55 marked.)
15
     BY MR. HOPKINS:
16
                 In the second -- well, I guess the first
     Q.
17
     paragraph, that begins with "Ernst & Young," under No.
18
     1, doesn't it state that this assessment will address
19
     nondiscriminatory access?
20
     Α.
                 Yes, it does.
21
                  During your engagement did you perform any
     Q.
22
     comparative analysis of whether the OSS interfaces that
23
     BellSouth uses for its retail operations have the same
24
     functionality as what BellSouth offers to CLECs?
25
     A.
                  No, I didn't.
```

MR. HOPKINS:

Exhibit 55. And this is

μ,

- 1 And so is it true that you did not attest Q. to that BellSouth provides CLECs with nondiscriminatory 2 3 access?
- The items that we issued our opinion Α. No. 5 on are listed in the report.

14

18

19

20

21

opinion?

- 6 0. Now, if Ernst & Young could not attest to a 7 particular assertion made by BellSouth and that 8 assertion wasn't contained in the report, could Ernst & 9 Young still issue its strongest opinion?
- 10 Could you please restate the question? Α.
- 11 Q. If BellSouth made an assertion and you could not attest to that, but it wasn't included in 12 13 your report, could you still render your strongest
- 15 Α. Well, the opinion is limited -- let me 16 answer the question. I can't answer that one "yes" or 17 "no." Let me explain.
 - The opinion is solely -- is restricted to those items that are listed in the report. So if something's not in the report, we would have no opinion on it.
- 22 Q. So you could have looked at something 23 beyond the assertions contained in the report; is that 24 correct?
- 25 A. We could have, yes.

```
Are you familiar with the Ameritech order
1
     Q.
2
     as it relates to the persuasiveness of third-party
 3
     reviews?
 4
     Α.
                 Yes, I am.
                 Particularly 216? Do you happen to have
5
     Q.
 6
     that with you?
 7
                 I don't have that with me.
     Α.
                       MR. HOPKINS: I'd like to mark as 56
 8
 9
     an excerpt from the FCC Order, Ameritech Order.
10
     I'm sorry I didn't have a clean copy, so the marginal
11
     notation is my own.
12
     BY MR. HOPKINS:
13
     Q.
                 Now, are you familiar with this --
14
                       CHAIRMAN GREER: Excuse me just a
15
     minute.
16
                       Without objection, this will be
17
     Exhibit 56.
18
                                 (Exhibit 56 marked.)
19
     BY MR. HOPKINS:
20
     Q.
                  Are you familiar with this paragraph, 216?
21
     Α.
                  Yes.
22
     Q.
                  In the -- I think it's near the bottom, I
23
     guess, in the last sentence of 216.
24
                  Isn't it true that BellSouth -- that the
     FCC stated that third-party reviews should encompass
25
```

- the entire obligation of the incumbent LEC to provide nondiscriminatory access?
- 3 A. That's what the language here indicates.
- 4 Q. But you didn't look at nondiscriminatory
- 5 | access; is that correct?
- 6 A. That's correct. And I think really the
- 7 helpfulness of our report is it identifies very
- 8 | specifically the items that we did look at and the
- 9 performance of the operating support system that are
- 10 | supported by the testing that we did.
- 11 | Q. Okay. We'll get to that.
- 12 Isn't it true that the FCC also stated that
- 13 | third-party reviews should consider the ability of
- 14 | actual competing carriers in the market to conduct
- 15 business utilizing the incumbent's OSS access?
- 16 A. That's what that language states here, yes.
- 17 Q. Isn't it true that Ernst & Young did not
- 18 interview any CLECs regarding their ability to conduct
- 19 | business utilizing BellSouth's OSS?
- 20 A. No, that kind of a procedure was not
- 21 necessary, given the assertions that we were
- 22 | attesting -- or that we were auditing.
- 23 Q. So the Ernst & Young attestation would not
- 24 satisfy the FCC requirements stated here; is that
- 25 | correct?

```
1
     Α.
                 Not this language, no.
 2
     Q.
                 Now, on the report itself, I believe, which
 3
     is Attachment 1 to your testimony, on page 1 you attest
     to the accuracy of the assertions made on pages 2
     through 12; is that correct?
 6
     Α.
                 In essence, yes.
 7
     Q.
                 And on pages 2 through 9 is it true that
     you're attesting only to whether the functionality of
 8
     BellSouth's CLEC OSS meet the specific FCC requirements
 9
     described in the detailed assertions at the top?
10
11
                 That is correct.
     Α.
12
     Q.
                 And you're not attesting that these
     requirements listed at the top consist of all the FCC
13
14
     requirements relating to OSS; is that correct?
15
     Α.
                 That is correct.
16
     Q.
                 And is it true that what is described as
     FCC requirements are actually definitions of OSS
17
18
     functions?
19
     Α.
                 Yes, which is germane to what we are
20
     looking at here, because much of the report is focused
21
     on functionality, so what is -- what is required to be
22
     performed by the various functions defined by the FCC.
23
     Q.
                 So is it true then that all you're
     attesting to is that the functions you describe in the
24
25
     bullet points fit within the definition of a particular
```

```
preordering function or a particular OSS function?
1
                 Not entirely, no. We did that. That is
2
     correct. Additionally, we tested to make sure that
3
4
     each of the assertions that are listed in the report
5
     are supported by the audit testing that we performed.
6
     And we also looked at the issue of operational
7
     readiness and the volume testing that supported that
8
     set of assertions.
9
     Q.
                 Okay. And we'll get to the operational --
10
     the capacity in a moment. Let's just focus on 2
11
     through -- pages 2 through 9.
12
                 So on these pages 2 through 9, which
13
     address the functions, you're not attesting to how well
14
     BellSouth's OSS perform these functions; is that
15
     correct?
16
                 That is correct.
     Α.
17
     Q.
                 Now, we'll talk about capacity. And that's
18
     addressed on pages 10 through 12 of your report?
19
     Α.
                 Yes, it is.
20
                      MR. HOPKINS: I'd like to mark this as
21
     Exhibit No. 57. And this is the -- is entitled
22
     "BellSouth ENCORE Volume Test Assessment," prepared by
23
     IBM Global Services, dated May 1997. It was provided
24
     in response to AT&T's first document request, Item 11.
25
     111
```

```
1
     BY MR. HOPKINS:
 2
                 Are you familiar with this report,
     Mr. Putnam?
 3
                       CHAIRMAN GREER: Hearing no objection,
 5
     we'll --
 6
                       MR. ROSS:
                                 No objection.
 7
                       MR. HOPKINS:
                                     Oh, I'm sorry.
 8
                                (Exhibit 57 marked.)
 9
                       THE WITNESS:
                                     Yes, I am.
10
     BY MR. HOPKINS:
11
     Q.
                 And is it true -- oh, I'm sorry.
                                                    (Pause)
12
                 Is it true that you reviewed the IBM report
13
     as part of your engagement?
14
     Α.
                 That is correct.
15
     Q.
                 And is it true that one of the work items
16
     that you performed was to look at the adequacy of this
17
     IBM report?
18
     Α.
                 Not directly, no.
19
     Q.
                 I have a work paper here, and it says
20
     that --
21
                       MR. HOPKINS: Well, let me pass this
        This will be marked as Hearing Exhibit No. 58.
22
23
     And it's marked as confidential, but we've already
     talked to Mr. Ellenberg about using this document, and
24
25
     he had no problems with it.
```

```
CHAIRMAN GREER: Mr. Ellenberg is not
1
2
    here to speak for himself.
                      MR. ROSS: Well, I think -- we don't
3
    have any problem, certainly, using the documents.
5
    they were --
                      CHAIRMAN GREER: Proprietary?
6
                      MR. ROSS: Many of the work papers
7
     contained CP&I information, and we produced them
8
9
     subject to a protective agreement.
                      MR. HOPKINS: The CP&I information was
10
11
     redacted from these documents by BellSouth before we
12
     got access to them. And this has no -- I mean, we gave
13
     BellSouth the heads-up on any of these documents last
14
     week.
15
                      CHAIRMAN GREER: Without objection
     then, it'll be admitted as Exhibit 58.
16
17
                                (Exhibit 58 marked.)
18
     BY MR. HOPKINS:
19
     0.
                 Do you recall this document?
20
     A.
                 Yes, I do.
21
                 And isn't it true that in the bottom, in
     ο.
22
     the conclusion, that you state that IBM adequately
23
     performed a review of the volume testing approach used
24
     to validate BellSouth's CLEC interface?
25
     Α.
                 Yes, it does. But I think I need to
```

explain.

requested by -- from Ernst & Young, they included not only the work papers that supported the report, but also drafts, documents of -- that were not used in support of the report, correspondence with the client, other items related to work that we performed that was separate and apart from the work papers that supported the work that we performed.

What that means is that there were a number of documents, and it's actually about half of the 995 documents that were provided under the request, that were extraneous to the project, that we reported upon.

This particular document was part of those items that were not included in the actual work papers that support the report. And its origin, I believe, comes from earlier on in a draft of the -- or in one of the things we were thinking of having as an assertion to the report or BellSouth was thinking of having as an assertion to the report, is assertions regarding internal testing by BellSouth of its systems.

So we looked at -- at the potential of reporting upon the IBM testing plan, and really that was discarded in terms of what was included in the final report. So this is -- in the film business, this

- is one of the items that ended up on the cutting room 1 2 floor.
- Well, for some reason I seem to be 3 interested in this document. 4

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- 5 But you did conclude in this work paper 6 that BellSouth -- this report by IBM was adequately 7 performed or prepared?
 - No, I -- I did not. And this work is not included in work that was considered final work product. So that's an inappropriate conclusion.
- In the IBM report, on page 19, isn't it Q. true that IBM concluded that BellSouth must validate 13 the assumption that 80 percent of all orders will be 14 EDI and 20 percent will be LENS?
 - That's identified as a recommended action Α. in the report.
 - Q. And isn't it true that the actual projected orders would be approximately 84 percent LENS and 16 percent EDI?
 - Α. I'm not sure where that comes from.
 - I'd like to mark this as MR. HOPKINS: Exhibit No. 59. And this is an excerpt from one of the documents received by AT&T in response to its second document request from BellSouth. We went to BellSouth to review the Ernst & Young work papers and had this

1 | copied and provided to us.

2 BY MR. HOPKINS:

- 3 Q. Does this document look familiar to you?
- 4 A. Yes, it does.
- 5 Q. I'd like to draw your attention to the
- 6 third paragraph. Doesn't it state in the third
- 7 | paragraph, the second sentence, that the current and
- 8 | projected volumes are based on 84 percent LENS and 16
- 9 | percent EDI orders?
- 10 A. Yes, that -- that is the basis that was
- 11 used for a volume projection by BellSouth.
- 12 Q. And based on that projection, doesn't this
- 13 document indicate that LENS orders will exceed tested
- 14 | 2000 order capacity by April of 1998?
- 15 A. Yes, it says that. But I think that's an
- 16 unfortunate statement. We were not in the business of
- 17 | predicting when capacity would be -- if or when
- 18 | capacity would be exceeded. There's a couple of issues
- 19 | that need to play out: One, capacity is not a fixed
- 20 | concept. Capacity can be added to over time. And,
- 21 also, the pattern of orders may very well change over
- 22 time.
- 23 Q. And the capacity tests that you attested to
- 24 | used 80 percent EDI and 20 percent LENS; is that
- 25 | correct -- rather than 84 percent LENS and 16 percent